



BUSINESS UPDATE

Franz Walt, CEO
Peter Buhler, CFO

February 2021



Safe Harbor Statement

This contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. These forward-looking statements may include statements regarding our expectations of continued growth, the development, regulatory approval, commercialization and impact of MosaiQ and other new products (including our expectations regarding the timing and results from field trials of our products under development and the timing of applications for various regulatory clearances required for commercial sales of those products, as well as the potential for using the Company's MosaiQ technology in infectious disease diagnostics), current estimates of third quarter and full year fiscal 2021 operating results and expectations regarding our future funding sources. Such statements are based on current assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. These risks and uncertainties, many of which are beyond our control, are greater than they otherwise would be because of the impact of the COVID-19 pandemic.

They include COVID-related delays or disruptions of field trial studies for our products, delays or denials of regulatory approvals or clearances for products or applications; market acceptance of our products; the impact of competition; the impact of facility expansions and expanded product development, clinical, sales and marketing activities on operating expenses; delays or other unforeseen problems (not related to COVID with respect to our manufacturing or product development activities or field trial studies; adverse results in connection with any future legal proceedings, continued or worsening adverse conditions in the general domestic and global economic markets, including as a result of the global COVID-19 pandemic; as well as the other risks set forth in the Company's filings with the Securities and Exchange Commission. Investors are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Quotient disclaims any obligation to update these forward-looking statements. The Quotient logo, Quotient MosaiQ and MosaiQ™ are registered trademarks or trademarks of Quotient Limited and its subsidiaries in various jurisdictions.

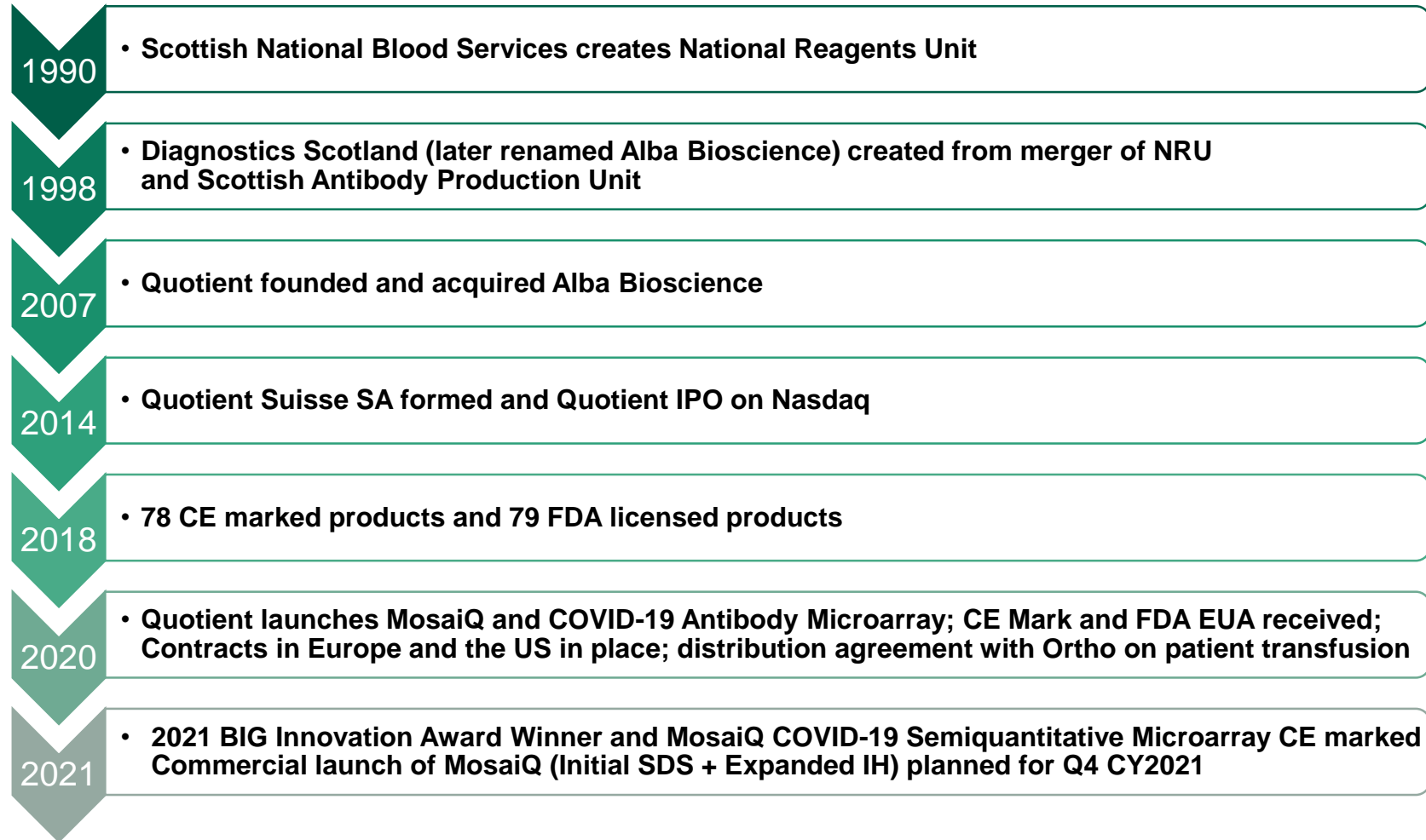
Agenda

- 1 Quotient Introduction
- 2 Portfolio Roadmap
- 3 Financials



Evolution of a Disruptive Life Sciences Player

With over 30 years of experience, Quotient is ready to disrupt multiple diagnostic markets



Alba by Quotient

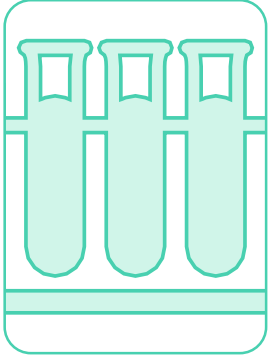
Generating ~\$34m revenue growing at high single digits

Patents

MosaiQ innovation protected by approved patents for application and process

MosaiQ COVID-19 Semi-Quantitative Microarray

CE marked on 29 January 2021



Allow users to determinate the relative concentration levels of antibodies present in a sample



Valuable for potential future applications in central labs



2021 BIG Innovation Award Winner

Recognizes organizations, products and people that bring new ideas to life

“More than ever, the global society relies on innovation to help progress humanity and make our lives more productive, healthy and comfortable,” said Maria Jimenez, Chief Operating Officer of the Business Intelligence Group (BIG).

“We are thrilled to be honoring Quotient Limited, as they are one of the organizations leading this charge and helping humanity progress.”



Quotient Portfolio

Established reagent business and innovative MosaiQ technology

MosaiQ

MOSAIQ™
by QUOTIENT



- Automated platform offering comprehensive testing for transfusion diagnostics, with multimodal, multiplex blood grouping and disease screening on a single platform
- Technology has applications across a wide array of IVD applications
- Best-in-class COVID-19 antibody test supports MosaiQ's utility in the broader IVD market; generating sales since June 2020
 - Enhanced COVID-19 Semiquantitative Microarray CE marked

Alba

ALBA
by QUOTIENT™

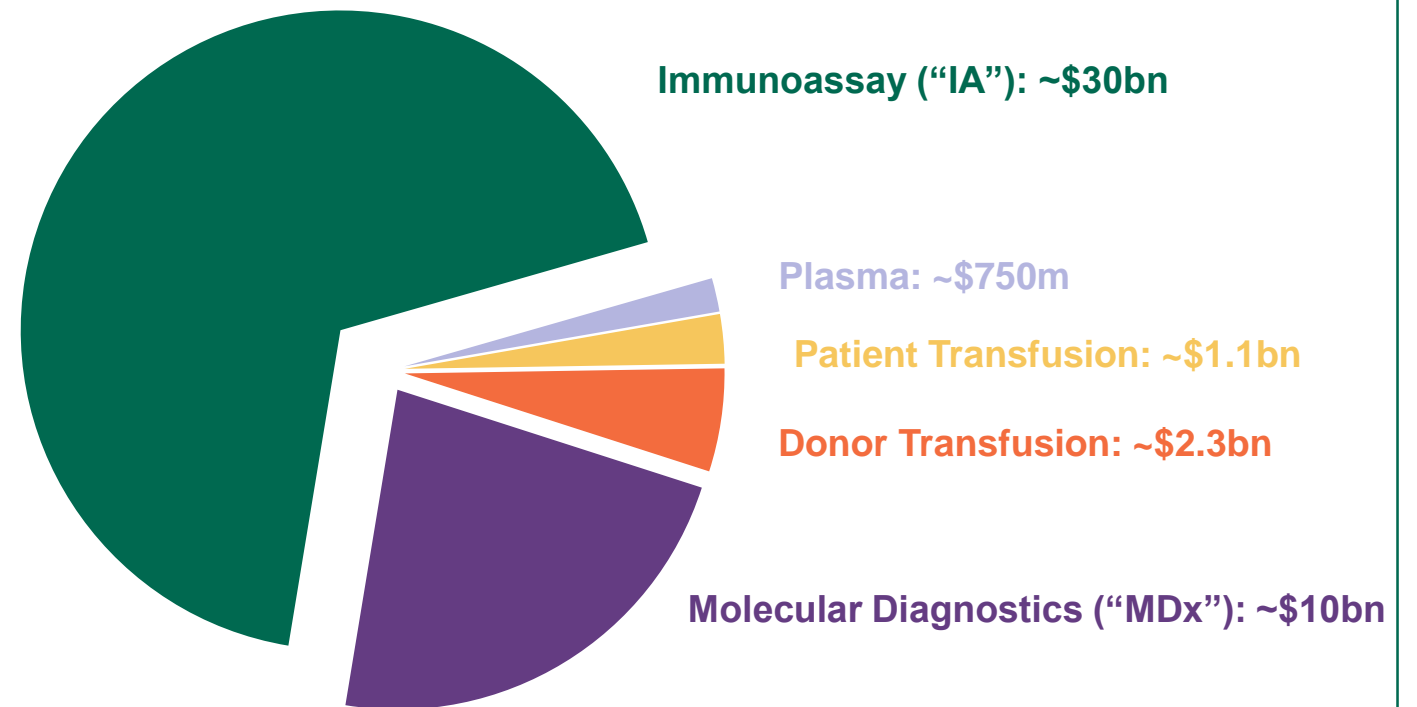


- Quotient currently develops and manufactures high quality reagent products for use in transfusion diagnostics, including ABO/RhD, red blood cells, controls, rare antisera and specialty kits
- Reagents are currently used in >5,000 transfusion labs worldwide daily, with approximately 70% of product sales from standing orders and generating ~\$34m revenue growing at high single digits
- Provided the content for MosaiQ's transfusion testing menu and scientific and regulatory expertise

Large Commercial Opportunities

Transfusion, plasma, molecular and immunoassay diagnostics

MosaiQ's robust and flexible platform is poised to disrupt the ~\$40bn market in MDx and IA



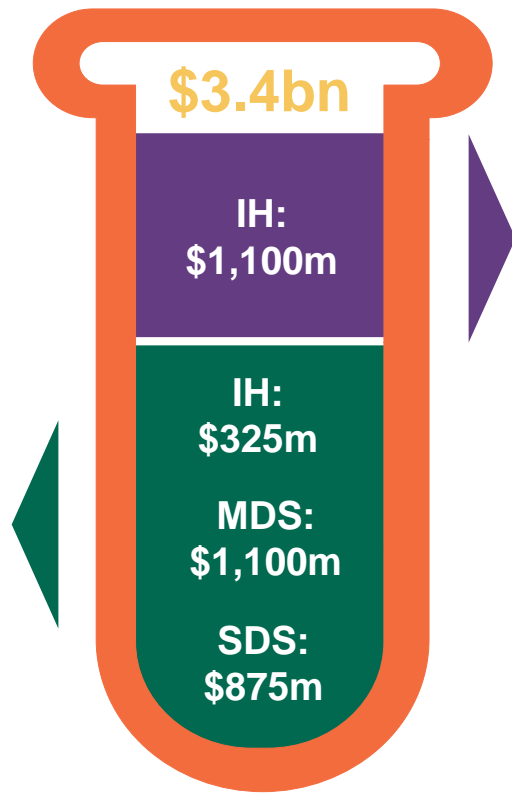
Immediate Revenue Opportunity in Transfusion Diagnostics

\$3.4bn market is ready for disruption and MosaiQ is poised to gain significant market share



Donor Testing

2/3





Patient Testing

1/3

Ortho Clinical Diagnostics partnership provides immediate access to patient testing customers in the US and Europe



Launching into the transfusion market allows MosaiQ to quickly gain share and optimize the platform for expansion into other markets

One Technology for Multiple Modalities (IH, SDS, MDS)

Significant complexity reduction and workflow improvement



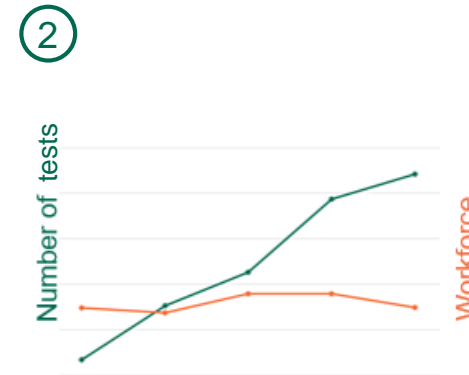
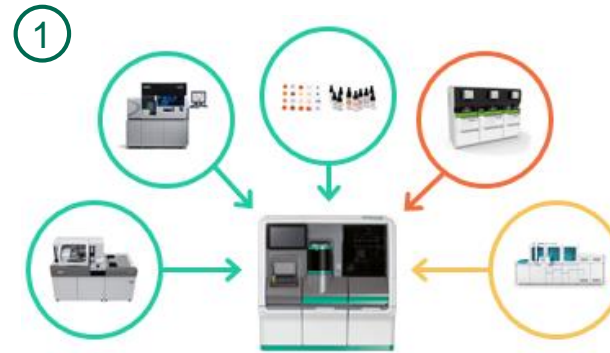
Fully integrated system eliminates the need for multiple equipment



Unique Value Proposition to Transfusion Diagnostics Markets

Six key drivers for market adoption

1. One technology covers all testing needs
2. Automation helps to address shortage of qualified staff
3. Highest throughput and productivity per m²
4. Better workflow leads to better cost position addressing budget constraints
5. Comprehensively characterized blood is a better and safer product
6. Individual MDS and no pooling saves time and money



③

Throughput (Tests/h)	Productivity ((Tests/h)/m ²)
1,938	1,256

Expanded IH + Expanded SDS



Sources: Number of tests based on Genetic Testing Registry Data in National Center for Biotechnology Information [NCBI], <https://www.ncbi.nlm.nih.gov/gtr/w>

Workforce calculation based on total number of Medical and Clinical Laboratory Technologists and Technicians jobs (Bureau of Labor Statistics [BLS], 2018). Mounting shortage of medical lab techs hurts in rural Alberta

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MosaiQ Proprietary Technology

Delivers fast, high-throughput results



November 2018



Multimodal, Multiplex Technology

- ✓ Up to 132 probes available per microarray



Throughput & Menu

- ✓ Up to 3,000 microarrays per instrument per day



Time to First Result

- ✓ Every 24 seconds a test result is delivered after the instrument is fully loaded



Walkaway Functionality

- ✓ Continuous loading (120 samples)

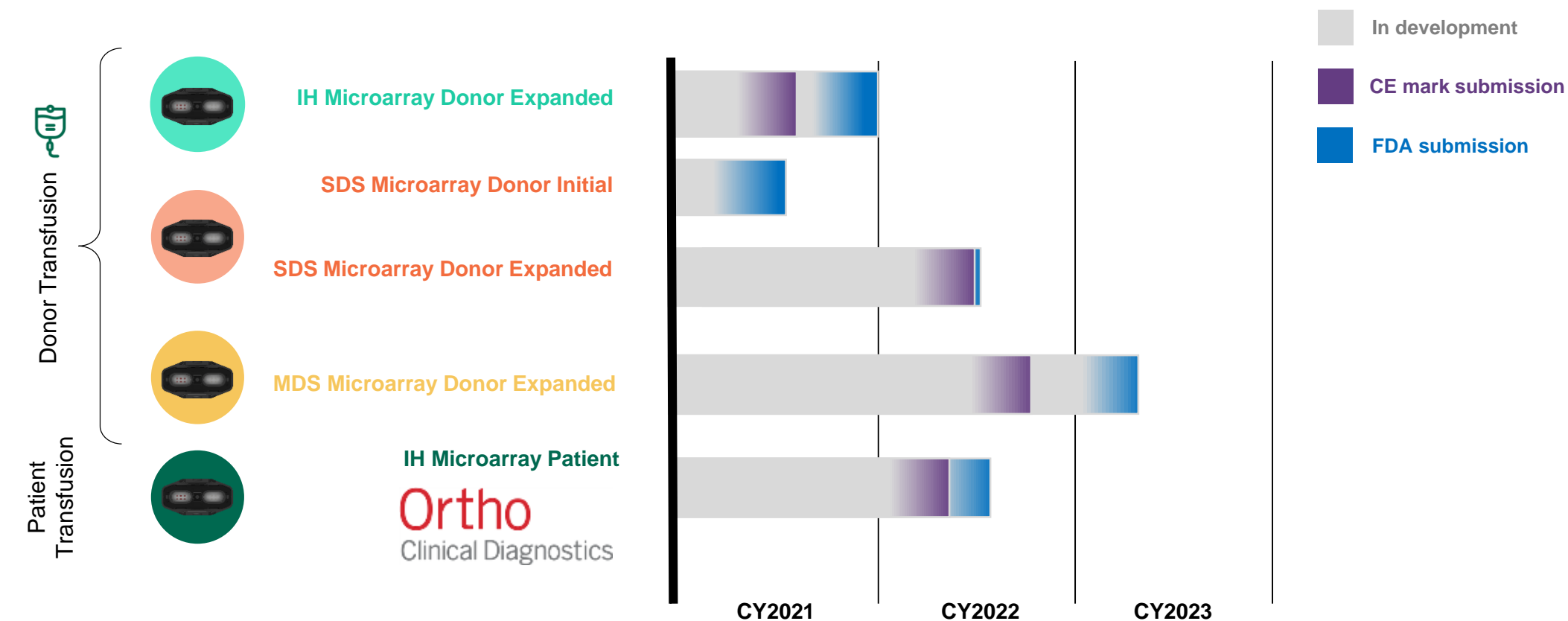


Ease of Use

- ✓ Installation and validation (IQ, OQ, PQ) <5 days
- ✓ Only ½ day training required to manage all tasks

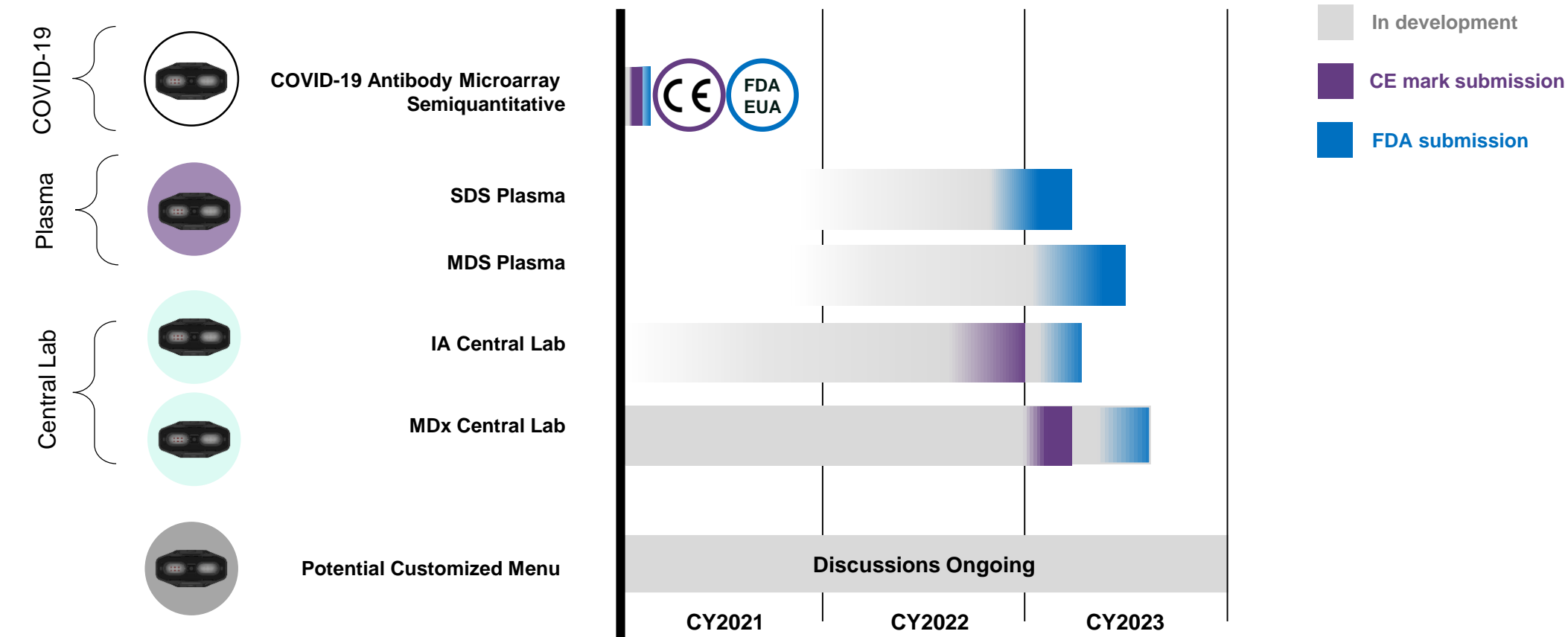
Clear Roadmap for Transfusion Diagnostics Pipeline

Full transfusion menu expected to be submitted for CE mark in CY2022 and for FDA approval in CY2023



Pipeline of Rich Opportunities Beyond Transfusion

MosaiQ technology is applicable for plasma industry and central lab



Upcoming Catalysts

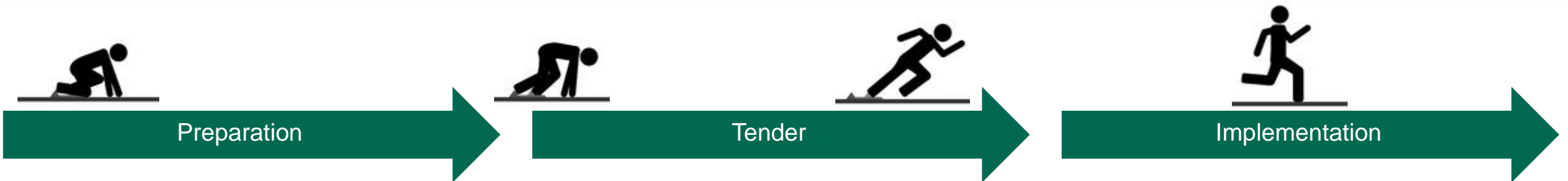
News outlook

Microarrays	Actions
Initial SDS FDA 510(k)	External data generation (Q2 CY2021) Submission (Q2 CY2021)
Expanded IH CE mark	Field trial (Q3 CY2021) Submission (Q2 & Q3 CY2021) <i>Two-part modular submission</i> CE mark expected receipt and start of commercialization (Q4 CY2021)
Expanded IH FDA BLA	Field trial (Q3 CY2021) Submission (Q4 CY2021)
Patient IH CE mark	Internal V&V (Q3 CY2021) Field trial (Q4 CY2021) Submission (Q1 CY2022)
Patient IH FDA BLA	Internal V&V (Q3 CY2021) Field trial (Q4 CY2021) Submission (Q2 CY2022)
Expanded SDS	Internal V&V (Q3 CY2021)
MDS menu	Update during FY2021 year-end Earnings Call

Disclaimer: Timing shown above reflects management's estimates as of January 2021; timing is subject to change.

Poised to Win Tender Applications

Up to 25 tenders expected in the first 2 years after launch (from Q4 CY2021 onwards)



Agenda

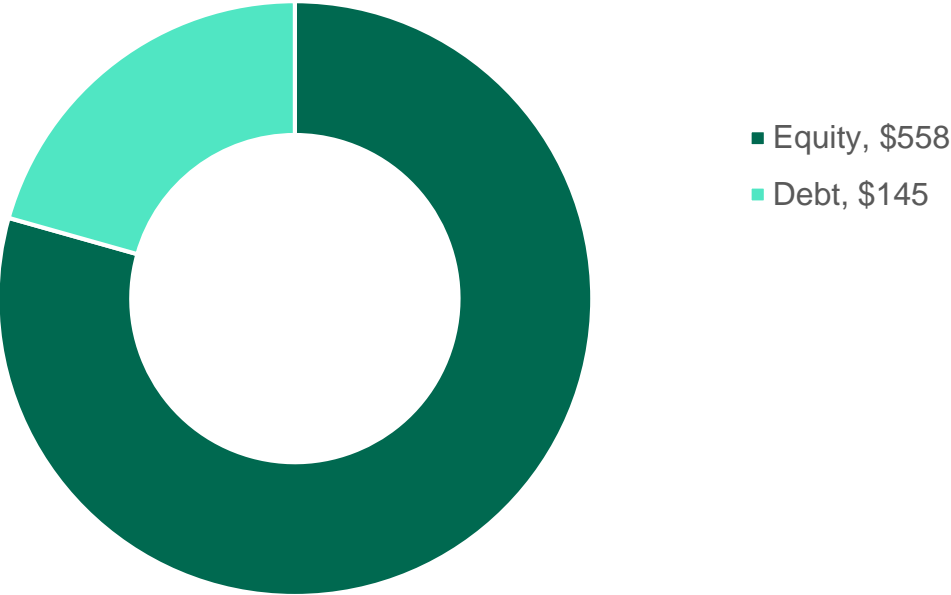
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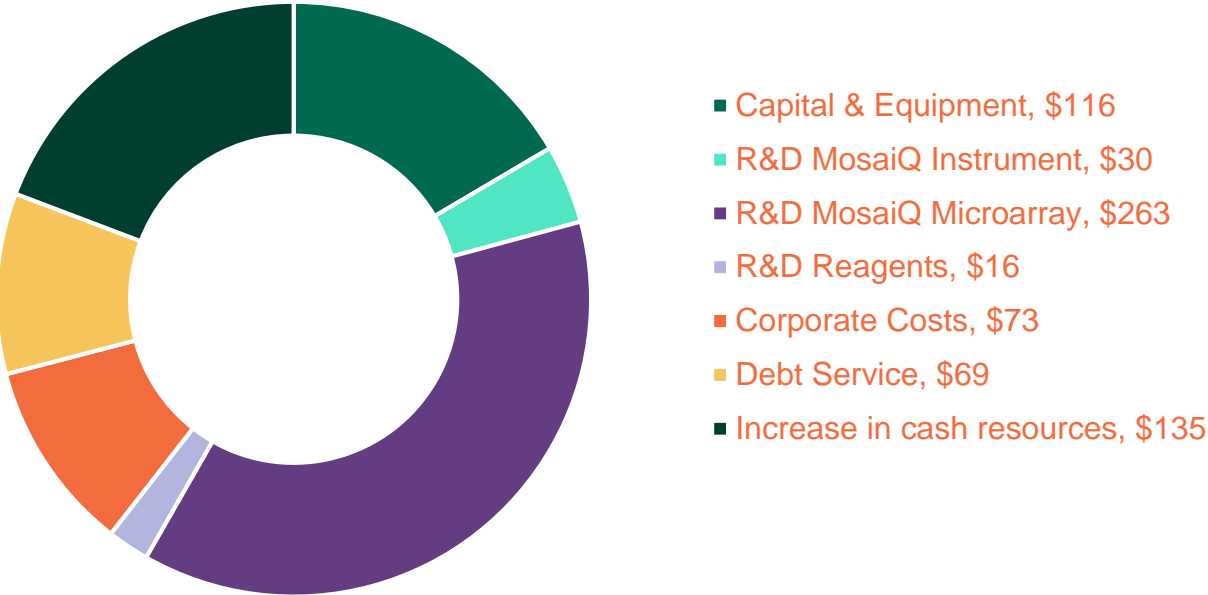
Source and Use of Funds

\$135 million in available cash at end of third quarter to carry us well into commercialization

Source of funds (\$m)



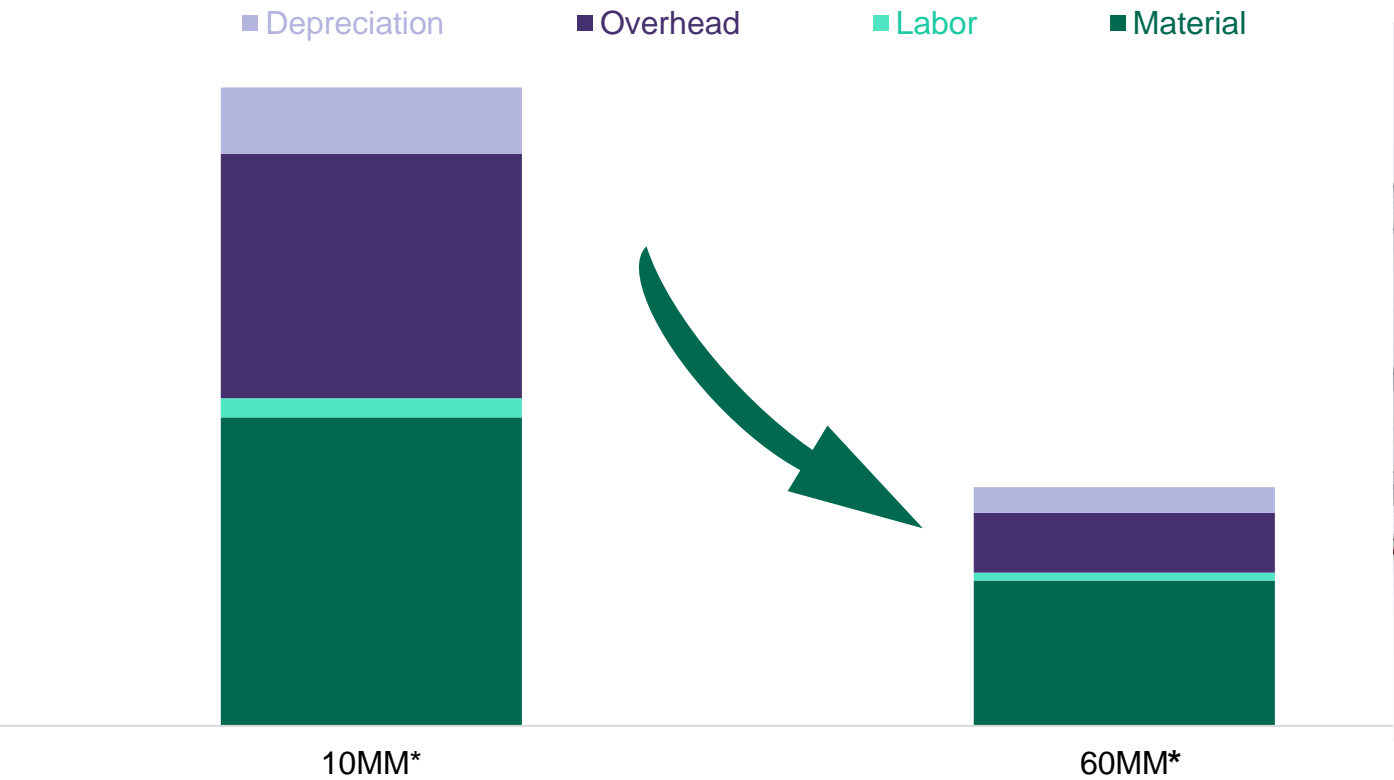
Use of funds (\$m)



As of December 31, 2020

Targeted Microarray Dollar Unit Cost

Fixed cost leverage and automation drives gross margins



* Million microarrays

Operating leverage drives profitability



Key Takeaways

- ✓ Pandemic related delays but the underlying value and potential of MosaiQ technology remains unchanged
- ✓ COVID-19 Semiquantitative Microarray is a technological proof-point for future use in quantitative diagnostics
- ✓ Robust transfusion and beyond portfolio pipeline in place
- ✓ Ready to launch the first attractive transfusion Dx menu in Europe in Q4 CY2021
- ✓ Strong cash position to carry us well into commercialization and attractive future EBIT expectations





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